

Message Text

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ORIGIN AID-20

INFO OCT-01 EA-11 ISO-00 SS-20 SPC-03 PM-07 INR-10 NSC-10

DODE-00 CIAE-00 RSC-01 /083 R

DRAFTED BY SA/C:TMILLER:REF

APPROVED BY EA:MSTEARNES

SA/C:GKAMENS (DRAFT)

EA/LC:AANTIPPAS (DRAFT)

COM/SA:RLOOPER (DRAFT)

DOD/ISA:LT.COL.HCHING (INFO)

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P 050000Z JAN 74

FM SECSTATE WASHDC

TO AMEMBASSY PHNOM PENH PRIORITY

C O N F I D E N T I A L STATE 002206

E.O.11652:GDS

TAGS: EAID, ENRG, CB

SUBJECT: POL SHORTFALL

REF: PHNOM PENH 14292

1. AS YOU ARE AWARE, WE HAVE BEEN APPROACHING SHELL, CALTEX, AND ESSO TO AUGMENT CIVIL POL FLOW TO PHNOM PENH.

2. THUS FAR WE HAVE BEEN ABLE TO DO LITTLE MORE THAN ENSURE DELIVERIES UNDER EXISTING CONTRACTS AND ENCOURAGE SOME FRONT-END LOADING OF THESE CONTRACTS.

3. BELIEVE WE COULD STRENGTHEN OUR EFFORTS IF WE WERE ABLE TO GIVE BETTER FOCUS ON YOUR NEEDS AND PRIORITIES. MORE SPECIFICALLY, PLEASE PROVIDE ON A SPECIFIC COMMODITY BASIS DECEMBER 31 CIVIL STOCK LEVELS (OR REASONABLE APPROXIMATIONS); ALSO PROJECTED DELIVERIES, PROJECTED USAGE, AND SHORTFALL FROM TARGET STOCK LEVELS ON MONTHLY BASIS

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FOR FIRST QUARTER CY 74. SINCE ORIGINAL STOCK TARGETS

WERE STATED IN TERMS OF "DAYS SUPPLY", THE VARYING EFFICIENCY OF RATIONING HAS SOMEWHAT OBSCURED NEEDS. SUB-

STITUTABILITY BETWEEN ADO AND IDO IS FURTHER COMPLICATION. BELIEVE NEW STOCK LEVEL TARGETS DEFINED QUANTITATIVELY SHOULD BE ESTABLISHED AND EXPLICIT ADJUSTMENTS MADE AS NEEDS CHANGE.

4. NEED TO KNOW MISSION'S PRIORITIES WITHIN STOCK LEVEL TARGETS AS WELL. REALIZE THAT ALL REQUIREMENTS CRITICAL. WE HAVE SEVERAL TIMES PRESENTED YOUR NEEDS AS PACKAGE TO OIL COMPANIES. BELIEVE THAT FURTHER APPROACHES WITH NARROWER FOCUS MIGHT PROVE MORE FRUITFUL.

5. WE ARE UNCERTAIN AS TO WHETHER TELAKHMER HAS FORMALLY APPROACHED OIL COMPANIES FOR NEW LONG TERM CONTRACTS. ESSO CONTRACT HAS ALREADY BEEN FULFILLED AND THOSE OF SHELL AND CALTEX WILL BE FULFILLED OVER FIRST HALF OF YEAR. WOULD LIKE TO KNOW WHAT STEPS ARE BEING TAKEN TO ENSURE "NORMAL" FLOW OF POL BEYOND CURRENT CONTRACTS. HAS TELAKHMER TRIED TO NEGOTIATE LONG TERM CONTRACTS WITH ITS CURRENT SUPPLIERS? IF SO, WHEN? WAS IT ON A FORMAL BASIS, AND WHAT WAS RESPONSE? BELIEVE OIL COMPANIES ARE RELUCTANT TO SHIP WITHOUT CONTRACTS. MOREOVER, ISSUE OF NEW CONTRACTS COULD PROVIDE FOCUS TO NEW STATE DEPARTMENT APPROACHES TO OIL COMPANIES. KISSINGER

NOTE BY OC/T: DISSEMINATION COORDINATED WITH S/S-O, MR. FRY, 1/4/74.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: PETROLEUM, SUPPLIES, PETROLEUM INDUSTRY, CONTRACTS
Control Number: n/a
Copy: SINGLE
Draft Date: 05 JAN 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974STATE002206
Document Source: CORE
Document Unique ID: 00
Drafter: TMILLER:REF
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: n/a
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740160/aaaacevf.tel
Line Count: 89
Locator: TEXT ON-LINE
Office: ORIGIN AID
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: PHNOM PENH 14292
Review Action: RELEASED, APPROVED
Review Authority: golinofr
Review Comment: n/a
Review Content Flags:
Review Date: 10 JUL 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <10 JUL 2002 by cunninfx>; APPROVED <19 DEC 2002 by golinofr>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: POL SHORTFALL
TAGS: EAID, ENRG, CB
To: PHNOM PENH
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005